

DOCUMENT RESUME

ED 294 444

FL 017 379

AUTHOR McCormick, Donald W.
TITLE Bibliography of Literature on Neuro-Linguistic Programming.
PUB DATE 23 Apr 87
NOTE 17p.
PUB TYPE Reference Materials - Bibliographies (131)

EDRS PRICE MF01/PC01 Plus Postage.
DESCRIPTORS Audiotape Recordings; Books; Doctoral Dissertations;
*Information Sources; *Language Research; *Linguistic Theory;
*Neurolinguistics; Research Reports;
Scholarly Journals; Videotape Recordings
IDENTIFIERS *Neurolinguistic Programming

ABSTRACT

Two bibliographies on neurolinguistic programming are updates of an earlier literature review by the same compiler. The two lists contain citations of over 160 books, research reports, dissertations, journal articles, audio and video recordings, and research projects in progress on aspects of neurolinguistic programming. Appended notes suggest additional sources for related literature and a sample letter to a Neuro-Linguistic Programming (NLP) researcher gives recommendations for evaluating research design in the field. (MSE)

* Reproductions supplied by EDRS are the best that can be made *
* from the original document. *

Bibliography of Literature on Neuro-Linguistic Programming

by

Donald W. McCormick

Antioch University Los Angeles
4800 Lincoln Boulevard
Marina Del Rey, CA 90292
(213) 578-1080

"PERMISSION TO REPRODUCE THIS
MATERIAL HAS BEEN GRANTED BY

D. McCormick

TO THE EDUCATIONAL RESOURCES
INFORMATION CENTER (ERIC)"

U.S. DEPARTMENT OF EDUCATION
Office of Educational Research and Improvement
EDUCATIONAL RESOURCES INFORMATION
CENTER (ERIC)

This document has been reproduced as
received from the person or organization
originating it

Minor changes have been made to improve
reproduction quality

Points of view or opinions stated in this docu-
ment do not necessarily represent official
OERI position or policy

In January of 1984, I published "Neurolinguistic Programming: A Resource Guide and Review of the Research" in The 1984 Annual: Developing Human Resources (L.D. Goodstein and J. W. Pfeiffer (eds), University Associates: San Diego CA, pp. 267-281). I still believe this is a good literature review, but the literature on NLP expanded so quickly that it became dated very quickly. Therefore, in an attempt to maintain a more current list, I compiled two updates. The other update is a companion to this from the days when I used a different personal computer. A combination of my article and these updates provide a relatively current bibliography. If you have any additions or corrections, they would be appreciated. Please send them to: Don McCormick Ph.D., 1535 Veteran Avenue, L.A., CA 90024 or call me at (213) 477-5034. (P.S. If you are publishing research, publishing an article, or your NLP dissertation will some day show up in Dissertation Abstracts International, please put the words "Neuro-Linguistic Programming" in the title. It makes it easier to find NLP research when other scholars (and I) search the literature.) The lists on these pages were last updated April 23, 1987.

ADDITIONS

Books

- Bandler, R. Magic in action. Cupertino, CA: Meta Publications, 1985.
 Bandler, R. Using your brain - for a CHANGE: Neuro-Linguistic Programming. C. & A. Andreas (eds.), Real People Press: Moab UT, 1985.
 Cameron-Bandler, L., D. Gordon, & M. Lebeau. The Emprint Method: A Guide to Reproducing Competence. San Rafael, CA: FuturePace, Inc., 1985. (?)
 Cameron-Bandler, L. Solutions. San Rafael, CA: FuturePace, Inc., 1985. (?)
 Cameron-Bandler, L., et. al. Know How. San Rafael, CA: FuturePace, Inc., 1985. (?)
 Jacobson, Sid. Meta-Cation. Vol. II: New improved Formulas For Thinking About Thinking. Cupertino, CA., META Publications. 1986.
 Jacobson, Sid. Meta-Cation. Vol. III: Powerful Applications For Strong Relief. Cupertino, CA., META Publications. 1986.
 Laborde, G.Z. 90 Days to Communication Excellence. Syntony Publishing, Palo Alto, 1985.
 Linden, A. & Stass, F. A Handbook for Basic Neuro-Linguistic Programming Training. New York Training Institute for Neuro-Linguistic Programming: NY, 1985. \$25.
 Moine, D. & Herd. Modern persuasion strategies: Hidden aspects of selling. Englewood Cliffs, NJ: Prentice-Hall.
 Pucelik, R.F. The META handbook: Basic principles of communication and change. Cupertino, CA: META Publications. (?)

Research 1980

- Frye, M. L. An analysis of the relationship between leisure interests and representational systems among college freshman students with implications for leisure counseling. Dissertation Abstracts International, 41(06) Dec., 1980, p. 2764-A.

1981

- Newton, E.L. The effect of verbal pacing on self disclosure and trust of interviewer. PhD dissertation, 1981. Dissertation Abstracts International, Vol. 42. No. 4, Oct. 1981, p. 1615-B.

1982

- Cheney, S., Miller, L., & Rees, R. Imagery and eye movements. Journal of Mental Imagery, 6, 113-124.
 Maurer, R.E. The effect of postural congruence on client perception of counselor empathy. PhD dissertation, 1982. Dissertation Abstracts International, Vol. 43, No. 2, Aug. 1982, p. 529-B.
 Radosta, R. An investigation of eye accessing cues (Doctoral dissertation, East Texas State University, 1982). Dissertation Abstracts International, 43, 883-B. (University Microfilms No. 82-194, 81)

1983

- Talone, J.M. The use of sensory predicates to predict responses to sensory suggestions (Doctoral Dissertation, Utah State University, 1983). Dissertation Abstracts International, 44, 618B-619B.

1984

- Asbell, H. (1984) Effects of reflection, probe, and predicate-matching on perceived counselor characteristics. Dissertation Abstracts International, 44 (12), 3515-B.
 Austin, L. & LaBorde, B. (1984) [A study on NLP and locus' of control, title unknown] Available for \$3 from the VAK, 1433 Webster St., Palo Alto CA 94301.
 Beck, C. & Beck, E. Test of eye-movement hypothesis of neurolinguistic programming: A rebuttal and conclusions. Perceptual and Motor Skills, 1984, 58, 175-6.
 Botzum, G. Therapeutic Suggestion: The effects of metaphor on self-disclosure (Hypnotherapy, Neuro-Linguistic Programming) PhD dissertation, 1984. Dissertation Abstracts International, Vol. 45, No. 12, May 1985, p. 3612-B.
 Fromme, D.K., & Daniel!, J. Neurolinguistic programming examined: Imagery, sensory mode, and communication. Journal of Counseling Psychology, (31) 3, 387-90.
 H.H. (1984) Effects of a rapport method & chemical dependency workshop for adults employed in Kansas

- service agencies. *Dissertation Abstracts International*, 44(12), 3574-A.
- Raciti, M. Imagery encouragement, primary representational system, and relaxation levels during electromyograph biofeedback relaxation training. PhD dissertation, 1984. *Dissertation Abstracts International*, Vol. 45, No. 12, June 1985, p. 3957-B.
- Schneider, M.E. The relationship among primary representational systems, and counselor empathy, trustworthiness, attractiveness, expertness and subject preference. *Dissertation Abstracts International*, 45(2), 418-A.
- Umansky, D. The use of metaphoric language in relaxation training. *Dissertation Abstracts International*, 45, No. 10, April 1985, p. 3348-B.
- Vander Zyl, E.L.. The effect of meta-model questioning and empathic responding on concreteness in client statements and client ratings of anxiety and counselor attractiveness, expertness, and trustworthiness. *Dissertation Abstracts International*, 44(12), 3600-3601-A.
- 1985
- Coe, W. C., & Scharoff, J. A. An empirical evaluation of the neurolinguistic programming model. *The International Journal of Clinical and Experimental Hypnosis*, 33(4), 310-318. Using an antique research design, the authors naturally failed to find support for what they considered to be NLP's concepts.
- Elich, M., Thompson, R.W., & Miller, L. Mental imagery as revealed by eye movements and spoken predicates: A test of Neurolinguistic programming. *Journal of Counseling Psychology*, 32(4), 622-625.
- Einspruch, E.L. & Forman, B.D. Observations concerning research literature on Neuro-Linguistic Programming. *Journal of Counseling Psychology*, 32(4), 589-596. They criticize 39 statistical studies of NLP for errors in design.
- Faulkender, N. Primary Representational systems and task performance: Empirical assessment in prison and normal populations. *Dissertation Abstracts International*, Vol. 45, No. 12, p. 3937-B.
- Graunke, B. & Roberts, K. Neurolinguistic Programming: The impact of imagery tasks on sensory predicate usage. *Journal of Counseling Psychology*, 32(4), 525-530.
- Krugman, M. et. al.. Neuro-Linguistic Programming treatment for anxiety: Magic or Myth? *Journal of Consulting and Clinical Psychology*, 53(4), 526-530. "Overall, the findings of this study indicate that the NLP single-session treatment for phobias was no more effective in reducing public speaking anxiety than a self-control desensitization intervention of equal duration or a waiting-list control condition, as measured by self-report and behavioral ratings. The fact that subjects in each of the three conditions demonstrated significant decrements in public speaking anxiety indicates the danger of drawing conclusions about treatment effectiveness without appropriate statistical comparisons with changes obtained in control conditions. It is possible, for example, that the perceived rapid effectiveness of NLP that has been reported by Bandler and Grinder (1979) is an artifact of changes that would have been observed without the interventions that they describe." Later the authors say that "... any credible procedure appears to be capable of reducing irrational fears..."
- Lucas, B.A. & McIlvaine, J.R. Comparison of Feedback Modalities in Biofeedback Temperature Training. *Psychological Reports*, 56, 47-51. They expected that the group that received both auditory and visual feedback would be better at biofeedback "because Bandler and Grinder (1975) suggest that, while people synthesize environmental information through all feedback modalities, preference is usually given to one modality over the others." This did not prove to be true.
- Matthews, W. J. , I. Kirsch & D. Mosher. Double hypnotic induction: An initial empirical test. *Journal of Abnormal Psychology*, 94(1), 92-5. "...when presented on audiotape, the double hypnotic induction described by Bandler and Grinder (1975) is not more effective than a traditional induction." "It is possible the double induction, utilizing cues from the subject, would produce the powerful effects that Bandler and Grinder, and Lankton and Lankton (1983) reported, but this hypothesis remains to be experimentally tested."
- O'Leary, R. Perceptual accuracy of affect identification and the relationship to representational system and personality type. *Dissertation Abstracts International*, 45(7), 2043-A.
- 1986
- Carbonell, D. A. Representational Systems: An Empirical Approach to Neuro-Linguistic Programming. *Dissertation Abstracts International*, 46(08), Feb., 2798-B.
- Ridings, D. Neurolinguistic programming's primary representational system: Does it exist? Unpublished doctoral dissertation, University of Massachusetts-Amherst.
- 1987
- Sharpley, C. F. (1987) Research Findings on Neurolinguistic Programming: Nonsupportive Data or an Untestable Theory? *Journal of Counseling Psychology*, 34(1), 103-7.
- Schmedlen, G.W., McCormick, D.W. & Wolft, A.L. (1987) Neuro-linguistic Programming, matching sensory predicates and rapport. Paper presented at the Western Psychological Association Annual Meeting, Long Beach, CA. April 23-26. (Available through ERIC Document Reproduction Service or from Don McCormick, 1535 Veteran Ave., L.A., CA 90024)

Articles

- Author unknown, Magical Therapy: An Introduction to Neurolinguistic Programming. Changes: The psychology and psychotherapy journal. Vol 1, No. 1.
- Author unknown, NLP: Just a Bag of tricks? Changes: The psychology and psychotherapy journal. Vol 1, No. 2.
- Arkatov, J. Method in the Madness of Acting. (1986) Los Angeles Times, Calendar, Sun. July 20, pp. 43, 54, 55.
In this article is an interesting discussion of an NLP based school of acting.
- Bradley E. J. & Beidermann, H. Bandler and Grinder's Neurolinguistic Programming: Its Historical Context and Contribution. Psychotherapy. 22, pp. 59-62. Places NLP in the history of psychology, criticizes NLP for not empirically testing its "theories" (sic), and suggests it pays more attention to context and pragmatics.
- Carlin, M. Tuning your brain may help. Rocky Mountain News, p. 42, 47, Wed, April 24, 1985.
- Carpenter, Tom. Couple cures fears, phobias. City Edition. 4(6), Dec. 18 -25, 1985. p. 1, 6. This article contains one of the great "you can't win for losing" NLP quotes. Connie Andreas said "... it took me six minutes to fix her phobia... we have this on video tape". They printed "...it took me six months...".
- Colgrass, Michael. (1983) How to Help a Friend (and Yourself). Jam Magazine, Oct., p.10,11.
- Colgrass, Michael. (1983) You Should See Yourself. Jam Magazine, Dec., p. 12.
- Colgrass, Michael. (1984) Circle of Excellence. Jam Magazine, Feb., p. 38.
- Colgrass, Michael. (1986) A Matter of Clairaudience. Music Magazine, May/June p. 38.
- Connel, H. S. NLP Techniques for Salespeople. (1984) Training and Development Journal. Nov. pp. 44,46.
- Davis, D. I. & Davis, L. R. Integrating Individual and Marital Therapy Using Neuro-Linguistic Programming. International Journal of Family Psychiatry. 6(1)
- Faris, G.J. (1985) Psychologic aspects of athletic rehabilitation. Clinics in Sports Medicine. 4(3)July, 545-551.
- Ferguson, M. Study fails to find NLP sensory bias. Brain/Mind Bulletin 10(17), Oct. 21, 1985. p.2. This is just a short summary of the Coe & Sharoff study (See research).
- Garrison, R. J. Book Reviews: Master Teaching Techniques by Bernard F. Cleveland. National Staff Development Council. Dec. 1985, p. 2,6.
- Gilligan, S. G. (1982) Ericksonian Approaches to Clinical Hypnosis. pp. 87-103 in Ericksonian Approaches to Hypnosis and Psychotherapy. J. Zweig (ed) NY: Brunner/Mazel.
- Gebhard, J.G. (1984) Models of Supervision: Choices. Tesol Quarterly. 18, 501-14. He proposes five ways of supervising teachers, one of which (the creative model) involves a great deal of NLP.
- Gordon, D. (1982) Ericksonian Anecdotal Therapy. pp. 114-119 in Ericksonian Approaches to Hypnosis and Psychotherapy. J. Zweig (ed) NY: Brunner/Mazel.
- Gregory, Peter B., NLP Techniques Applied to the Treatment of Vietnam Combat Veteran Suffering from Symptoms of PTSD, A Case Study. Med. Service VAM % ROC For Harrison, Mt. 1985 (published as an appendix in Magic In Action by Richard Bandler, Meta Publications: Cupertino, CA.
- Greenberg, George and Deborah Zeigler, "Getting Fired: Crisis and Opportunity in Midlife" Voices/A Journal Published Quarterly by the American Academy of Psychotherapists, pp.66-73, Spring 1982.
- Harlan, B. Masten used unique jury selection technique Rapid City Journal, May 1, 1984.
- Jacobson, S. (1985) New Model Developed for Total Communication. Business & Industry Coordinator Magazine. Winter, p. 57.
- Jacobson, S. (1986) Consulting, Writing, and the Business of Business. The Professional Writing Consultant. Fall, p.1.
- Jepson, C. (1986) Behavioral Management of Dental Fear, Anxiety, and Phobia. A Correspondence Course for Dentist. XVII, 29-36.
- Jepsen, C. (1986) Precision Communication. Health Caring. 1(2), 2.
- Krakauer, J. (1986) Neuro-Linguistic Programming. Ultrasport. July 1986 pp. 21-23.
- Lauerman, C. (1985) Seeing, hearing, smelling: Sensible therapy. Chicago Tribune, Wed., March 13. Section 2, p. 1, 4.
- Ludwig, J. & D. Menendez. Effective Communication through Neurolinguistics. Training and Development Journal, March 1985, p. 44, 46, 48. Mentions pacing, rep systems and metaphor as training tools. Has an interesting argument for the necessity of using metaphor.
- Lunde, T. (1982) NLP (Neuro-Linguistic Programming) and Graphology. American Handwriting Analysis Foundation News. 15(4) July, 1,3.
- McAllister, M. New process cuts therapy from years to minutes. The Sunday Camera, p. 57, June 10, 1979.
- McCarthy W. J. & B. J. Leikind. Walking on Fire: Feat of Mind? Psychology Today, February 1986.
- McIntosh, B. The Case of the Rip-Off Romeo. West November 17, 1985.
- Moran, S with D. Kaplan. Tony Robbins: Firewalking for Fun and Profit. Bay Guardian. (San Francisco) Dec. 4, 1985. An exposé of Tony Robbins.

- Schwid, B. Communicating with clients: NLP and handwriting. American Handwriting Analysis Foundation News, 14(4) July, 1,3,4.
- Spear, J.H. (1984) On the road again: A mental health map to the mainstreamed hearing impaired. Volta Review, Sept., v.86, p. 3-?. NLP and hearing impairment.
- Sullivan, R. What Makes a Man Irrestible? Ask the Wives and Lovers of Andrew Afar. Redbook, June 1986, pp. 94, 95, 144-8.
- Til, L. Book Review of Modern Persuasion Strategies by Moine & Herd. Sales Report, 1(4), 29.
- Yapko, M.D. (1984) Implications of the Ericksonian and Neurolinguistic Programming approaches for Responsibility of Therapeutic Outcomes. American Journal of Clinical Hypnosis, 27, 137-43. "The promotion of ideas such the NLP concept that all resistance is due to therapist inflexibility places full responsibility on the therapist for results at all times... but full responsibility for therapeutic outcomes is an unrealistic burden for therapists to bear."
- Yapko, M.D. (1983) A Comparative Analysis of Direct and Indirect Hypnotic Communication Styles. American Journal of Clinical Hypnosis, 25, 270-5. He discusses the advantages and disadvantages of each style.
- Research in Progress**
- Research on verbal communication and predicates related to multi-sensory learning and teaching. Mary Ann Ranney, 1621 Leesdale Court, Ft. Collins, CO 80521- D.M.A. degree research at U. of Colorado, Boulder School of Music.
- Review and Critique of NLP research, Sid Jacobson, P.O. Box 15757, New Orleans, LA 70175 (504) 895-3665.

This is a companion to the other update.

Research
1979

Falzett, W.C. Matched versus Unmatched Primary Representational Systems and Their Relationship to Perceived Trustworthiness in a Counseling Analogue. PhD Dissertation, Marquette University, 1979. Dissertation Abstracts International. p. 105-A, Vol.41, no. 01, July 1980.

1980

Dorn, F. The effect of counselor client sense modality similarity on counselor attractiveness. Unpublished doctoral dissertation, Iowa State University, 1980.

Hammer, A. L. Language as a Therapeutic Tool: The Effects on the Relationship of Listeners Responding to Speakers by Using Perceptual Predicates, PhD Dissertation, 1980. Dissertation Abstracts International, Vol. 41, No. 3, Sept. 1980.

Shobin, M.Z. An investigation of the effect of verbal pacing on initial therapeutic rapport. EdD Dissertation, Boston University, 1980. Dissertation Abstracts International, Vol. 41, No. 5, Nov. 1980, p. 1960A.

1981

Palubeckas, A. J. Rapport in the Therapeutic Relationship and its Relationship to Pacing. EdD Dissertation, 1981. Dissertation Abstracts International, Vol. 42, No. 06, Dec. 1981, p. 2543-4B.

1982

Mercier, M. (1982) Relation of therapist-client predicates to client satisfaction. Unpublished manuscript, University of Pennsylvania. Available from Mary Ann Mercier, Cognitive Therapy Program, Department of Psychiatry, 1725 W. Harrison, Suite 1084, Rush-Presbyterian - St. Lukes Medical Center, Chicago, IL 60612.

1983

Cody, S. G., The Stability and Impact of the Primary Representational System in Neurolinguistic Programming: A Critical Examination. PhD Dissertation, Dissertation Abstracts International, p. 1232-B, Vol. 44, No. 4, Oct. 1983.

Dorn, F.J. (1983) The effects of counselor-client predicate use similarity on counselor attractiveness. (1983) American Mental Health Counselors Association Journal, January, p.22-30.

Dorn, F.J. (1983) Assessing primary representational system (PRS) preference for neurolinguistic programming (NLP) using three methods. Counselor Education and Supervision, Dec. 1983, 149-156.

Dorn, F.J., Atwater, M., Jereb, R. & Russell, R.. (1983) Determining the reliability of the NLP eye-movement procedure. The American Mental Health Counselors Association Journal, 5,, 105-110.

Dorn, F.J., Brunson, B.I. & Atwater, M. (1983). Assessment of primary representational systems with Neurolinguistic Programming: Examination of preliminary literature. The American Mental Health Counselors Association Journal, 5,161--168.

Dowd, E.T., & Hingst, A.G. (1983). Matching therapists' predicates: An in vivo test of effectiveness. Perceptual and Motor Skills, 57, 207-210.

Grzebieniak, J. F. The Relationship Between Selected Jungian Personality Types as Determined on the Myers-Briggs Type Indicator and their Preferred Use of Sensory Referenced Predicates as Described by Bandler and Grinder. PhD Dissertation, Dissertation Abstracts International, p. 989-990-A, Vol. 44, No. 4, Oct. 1983.

Haynie, N. A. Systematic Human Relations Training with Neurolinguistic Programming. (Doctoral dissertation, University of Georgia, 1982) Dissertation Abstracts International, p2286-A, vol. 43, no. 7, Jan. 1983.

Mather, B.D. The Effect of Representational System Predicates on Relaxation. EdD Dissertation, Dissertation Abstracts International, p. 1222-B, Vol. 44, No. 04, Oct. 1983.

Mercier, M. A. Therapist and Client Predicate Use: Gloria Revisited. PhD dissertation, Dissertation Abstracts International, p. 676-A, Vol. 44, no. 03, Sept. 1983.

1984

2

8

Asbell, H. (1984) Effects of reflection, probe, and predicate-matching on perceived counselor characteristics. Dissertation Abstracts International, 44 (11), 3515B.

Atwater, J.M. Differential effects of interventions from the Neuro-Linguistic Programming meta-model and general systems in early psychotherapy. (Doctoral dissertation, Texas A&M University, 1983). Dissertation Abstracts International, 1984, 44(9), 2887-B.

Austin, L. & Laborde, G. (1984) [A study on NLP and locus of control, title unknown] Available for \$3 from the VAK, 1433 Webster St., Palo Alto CA 94301.

Bacon, S.C. Neuro-Linguistic Programming and Psychosomatic Illness: A Study of the Effects of Reframing on Headache Pain. PhD Dissertation, Dissertation Abstracts International, p. 2233-B, Vol. 44, No. 07, Jan 1984.

Beck, C. & Beck, E. Test of the eye-movement hypothesis of neurolinguistic programming: a rebuttal and conclusions. Perceptual and Motor Skills, 1984, 58, 175-6.

Billups, A. (1984) Representational system congruence (predicate matching) as a dimension of interpersonal impact. Dissertation Abstracts International, 44(11), 3517B.

Ehrmantraut, J.E. A comparison of the therapeutic relationships of counseling students trained in Neurolinguistic Programming vs. students trained on the Carkhuff model. PhD Dissertation, Dissertation Abstracts International, p. 3191-B, Vol. 44, No.10, April 1984.

Farmer, S.S. Supervisory conferences in communicative disorders: verbal and nonverbal interpersonal communication pacing. (Doctoral dissertation, University of Colorado at Boulder, 1983). Dissertation Abstracts International, 1984, 44(9), 2715-B.

Fromme, D.K., & Daniell, J. Neurolinguistic programming examined: Imagery, sensory mode, and communication. Journal of Counseling Psychology, (31), 3, 387-90.

Graunke, B. R. An evaluation of Neurolinguistic Programming, the impact of varied imaging tasks upon sensory predicates. Dissertation Abstracts International vol.45, No. 06, Dec.1984, p.1913-b.

Hill, E.L. An Empirical Test of the Neuro-Linguistic Programming

Concept of Anchoring. PhD Dissertation, Dissertation Abstracts International, p. 2246-B, Vol. 44, no. 7, Jan. 1984.

Hillin, H.H. Effects of a rapport method & chemical dependency workshop for adults employed in Kansas service agencies. Diss. Abst. Intl. v44, no.12, June 1984,p.3574a.

Liberman, M.B. The treatment of simple phobias with Neurolinguistic Programming techniques. Dissertation Abstracts International, p.1918-b, Vol.45, no.06, Dec. 1984.

Mercier, M.A., & Johnson, M. (1984) Representational system predicate use and convergence in counseling: Gloria revisited. Journal of Counseling Psychology, 31, 161-169.

McCormick, D.W. Neurolinguistic Programming: A resource guide and review of the research. The 1984 Annual: Developing Human Resources, Goodstein and Pfeiffer eds., 1984, University Associates, San Diego, CA. pp.267-281.

Sandhu, D.S. The effects of mirroring vs non-mirroring of clients' nonverbal behaviors on empathy, trustworthiness, and positive interaction in cross-cultural counseling dyads. EdD dissertation. Dissertation Abstracts International Vol. 45, no. 04, Oct. 1984, p.1042-a.

Schneider, M. E. The relationship among primary representational systems, and counselor empathy, trustworthiness, attractiveness, expertness and subject preference. PhD Dissertation. Dissertation Abstracts International Vol. 45 (2' Aug. 1984 p.418a.

Sharpley, C.F. (1984). Predicate matching in NLP: A review of research on the preferred representational system. Journal of Counseling Psychology, 31, 238-248.

Slavit, M.R. The effects of assessing and utilizing preferred sensory modality: an experiment with relaxation training. (Doctoral dissertation, The University of Texas at Austin, 1983). Dissertation Abstracts International, 1984, 44(9), 2907-B.

Sperber, K. The language of empathy. PhD dissertation. Dissertation Abstracts International vol 45 (02) Aug. 1984. p.688b.

Thomason, D.D. Neurolinguistic Programming: an aid to increase counselor effectiveness. (Psy.D dissertation, Rosemead School of Psychology, 1984). Dissertation Abstracts International, 1984, 44 (9), 2909-B.

Tobin, B. A. The roles of modeling theory and transformational grammar in the development of a theory of verbal intervention in psychotherapy: a critical analysis of Bandler and Grinder's The Structure of Magic. (Doctoral dissertation, University of Washington, 1983). Dissertation Abstracts International, 1984, 44(9), 2795-A.

Torres, C. An investigation of language representational system utilization by personality type. Dissertation Abstracts International Vol 45, no. 05, Nov, 1984, p.1271-a.

Vander, Z. The effects of meta-model questioning and empathic responding on concreteness in client statements and client ratings of anxiety and counselor attractiveness, expertness, and trustworthiness. Dissertation Abstracts International p.3600-3601a,v.44,no.12,June 1984.

1985

O'Leary, R. A. Perceptual accuracy of affect identification and the relationship to representational system and personality type. Dissertation Abstracts International pp. 2043a-2044a, v.45, no. 07, January.

Books

Cleveland, B.F. Master Teaching Techniques. Connecting Link Press, P.O. Box 716, Stone Mountain GA 30086-0716, 1984.

Gunn, Scout Lee. Leisure Counseling Using NLP. Stillwater, Oklahoma: International Society of Leisure Therapies, 1981. \$20.95

Gunn, Scout Lee Adventures in Excellence. Excellence Unlimited, Inc. Rt. 2, Box 174, Stillwater, OK 74074.

Gunn, Scout Lee The Excellence Principle: Utilizing NLP. A workbook, 195 pgs. Excellence Unlimited, Inc. Rt. 2, Box 174, Stillwater, OK 74074.

Harper, Linda Classroom Magic-- Effective Teaching Made Easy Troy, MI: Twigg Communications, 1982.

Laborde, Genie Influencing With Integrity, available from Syntony, Inc. Publishing, 1433 Webster St., Palo Alto, CA 94301.

Lee, Scout, Brooke Medicine Eagle & Jan Summers. The challenge of excellence, Vol. 1: Learning the ropes of change.

Lewis, Byron A. and Pucelik, R. Frank, *Magic Demystified: A Pragmatic Guide to Communication and Change*, Metamorphous Press, Lake Oswego OR, 97034, 1982. (Previous title *Meta Principles of Communication and Change: A Model for a Process Theory of Personality*, 1980)

Marvell-Mell, Linnea and Lewis, Byron A. *The NLP Skill Builders Book 1: Basic Techniques in NLP*. Metamorphous Press, Lake Oswego OR, 97034.

McMaster, Michael D. *Creating the conditions for results*, 4 books, \$29.95 (paper) available from Metamorphous Press.

Articles

Bailey, R. "Neurolinguistics: Information Processing in the Human Biocomputer" J.C. Penney Forum, Nov. 1982.

Brockop, D.V. What is NLP? pp.1012-4, American Journal of Nursing, July 1983.

Brownlee, M. (1981). Communicating research: NLP- a highway of diamonds with (almost) no-one on it? *Journal of Australian Marketing, Advertising and Communication*, 3, 42-50.

Buchanan, D.R. & Little, D. (1983) Neuro-Linguistic Programming and psychodrama: Theoretical and clinical similarities. *Journal of Group Psychotherapy, Psychodrama and Sociometry*, 36, 114-122.

Cabot, T. How to Make a Man Fall in Love With You. pp.33-40, Playgirl, Feb. 1984.

Churchill, Teresa. "Making sense of thinking", "Seeing eye to eye" and "Don't be thrown for a loop". Decatur Herald & Review, Sun. Aug. 12, 1984.

Conway, F. & J. Siegelman. "The Awesome Power of the Mind Probers". pp.72-75, 91. *Science Digest*, Sept. 1983, v.91,no.9.

Davis, S. and D. I. Davis. "Neuro-Linguistic Programming and Family Therapy". *Journal of Marital and Family Therapy*, v.9, no. 3, 283-291, 1983.

Dilts, R., & Green, T.D. (1982) Applications of neuro-linguistic programming in family therapy. In A.M. Horne & M.M. Ohlsen (Eds.) *Family counseling and therapy*. Itasca, Ill.: F.E. Peacock.

Gardner, F.M. "What's that you say? Eyes have the answer", The Oregonian, March 15, 1982.

Gunn, Scout Lee "Neurolinguistic Programming: A New Horizon in Leisure Counseling", Therapeutic Recreation Journal. Vol. XV, 4th Quarter (4), 1981, pp.36-43.

Gunn, Scout Lee "NLP: The Leisure Counselor's Interpreter", Parks and Recreation. (16)6: 32-37.

Gunn, Scout Lee. "Meta Communication: Leisure Counseling That Looks Behind Defenses", Parks and Recreation, (15)5: 74-76, 83. 1980.

Haskell, P.(1983) est, NLP and Transformation: A conversation with Michael McMaster. Pamphlet available for \$2.75 from RHA, Box 271422, Houston TX 77277.

Knowles, R.D. Building Rapport Through Neuro-Linguistic Programming. pp.1011-4, American Journal of Nursing, July 1983.

Leo, John. "Reprogramming the Patient", Time, Dec. 19, 1983, p.79.

Marcus, Eric H. "Neurolinguistic Programming", Personnel Journal, Dec. 1983, p.972-8.

McMaster, Michael, "est, NLP and Transformation: A Conversation with Michael McMaster". Available from RHA, PO Box 271422, Houston TX 77277, (\$2.75).

Moine, Don Juan. "Patterns of Persuasion", Personnel Selling Power, 1981, 1(4), 3.

Rushefsky, C. "Don't give up on the silent type too soon". The Cleveland Plain Dealer, Sunday, Oct. 21, 1984, p.14-p (syndicated through Newhouse News Service).

Russell, D. The firewalk experience... Fear into power. The Movement: An Exploration of Inner Awareness. 9(2), Feb. 1984 pp.6-7.

Ruthlow, J. "Hypnosis: Unseen edge in top sales." Los Angeles Times, April 15, 1982, Section IX, pp. 1-3.

Saltmarsh & Rawlins, M. Illinois Guidance and Personnel Quarterly, (Spring).

Taylor, R. (1984) Anthony Robbins... Experiencing Success. The Movement: An Exploration of Inner Awareness. 9(2), Feb. pp.6-7.

Yeager, J. A Collection of Management Articles Related to NLP.

Published by the Eastern NLP Institute, P.O. Box 1212, Princeton NJ 08540 (609) 924-8868.

Zientara, M. "IBMer tells how to handle a prima donna", Computerworld, Nov. 15, 1982, p.13.

Audio Tapes

NLP Introductory Seminar \$30

NLP in Education (Radio Interview) \$5.50

2nd Annual Creativity Workshop \$100

3rd Annual Creativity Workshop \$100

Dynamic Learning Seminars, PO Box 350, Brookdale, CA. 95007

Lewis, Byron. More magic demystified. Metamorphous Press, Lake Oswego OR 97034.

Video

Lasting Feelings (with Leslie Cameron-Bandler) \$350

Making Futures Real (with Leslie Cameron-Bandler) \$550

Wink Inc., 86 Culloden Park Rd., San Rafael, CA 94901.

Research in Progress

These people are engaged in research on NLP or are planning to engage in research.

	TOPIC	SOURCE
Susan & Donald Davis 220 S. Washington St. Alexandria, VA 22314	Weight Reduction	Journal of Marital & Family Therapy
Todd Epstein Dynamic Learning Center PO Box 350, Brookdale CA 95007 (408) 388-2692	Submodalities, Weight Control, & Substance Abuse	Advertisement
Van T. Langeland Southeast NLP Center 4915 Water Edge Dr. Suite 100 Raleigh NC 27606 (919) 851-8688	NLP & learning strategies	the VAK
Amber E. Goldstein, Dept. of Psychiatry Communications and Learning Center Univ. of Miami, (305) 445-0930 or 326-2523	NLP Treatment of Sexual Abuse	the VAK
Jeff Salkin	NLP, Rapport & relation-	personal

2330 Roxboro Rd. ship building in coun- contact
Cleveland Hts, OH seling

Cynthia Taylor NLP ana test anxiety Personal
E. 106th Quad Contact
Iowa State Univ, Ames, Iowa 50011 (515)294-7020

MISCELLANEOUS

The VAK, International NLP Newsletter, 1433 Webster St., Palo Alto, CA 94301. (this is a new address)

National Association of NLP, 496 L Guardia Pl., Suite 137, NYC 10012. President Rene Wilett (315)472-9042

APPENDIX A: A Letter to an NLP Researcher

Dear Researcher;

On the pages marked "Bibliography of research on NLP" you will find mostly dissertation research. The abstracts of these dissertations are printed in Dissertation Abstracts International (except for Andreas') and copies of the dissertations themselves are available from University Microfilms in Ann Arbor.

The "Bibliography of research on NLP" list was compiled at the end of 1983. These studies are reviewed in my article "Neurolinguistic Programming: A Resource Guide and Review of the Research". This article also contains a list of every article, tape, NLP center or book on NLP that I could find. The article appears in The 1984 Annual: Developing Human Resources, edited by Pfeiffer and Goodstein, University Associates, 8517 Production Ave., San Diego, CA 92126. This book is available at most college libraries. In my university, it is in the Management and Social Work libraries.

Most of the research on NLP is cited in the enclosed lists. If you wish to do a more extensive or up to the minute search, I recommend that you check the Dissertation Abstracts International, which is available at most college libraries. The book is organized according to key words in the dissertation title. Key words to check are "Neurolinguistic", "Linguistic", "Representation" "Representational", "Predicate", "Submodalities", "Swish", "Sensory", "Rapport", "Pacing", "Empathy", "Empathic", "Trust", "Trustworthiness", "Meta-Model", "Grinder", "Bandler", "Precision", and "Anchor". Check both the Psychology and Education sections at a minimum. If you are writing your dissertation on NLP, please include the word "Neuro-Linguistic" in your title so that other researchers interested in NLP can find your work. Schmedlen, Liggett, Macroy, Moine, Rebstock, Brengle, Beale, and Palubeckas' dissertations are all examples of studies that could escape a diligent scholar's notice because they do not have key words in the title that are easy for the NLP researcher to find.

You may also wish to check the Social Science Citation index and see who cites Bandler, Grinder, Cameron-Bandler, Dilts, LaBorde

or Gordon. If you really want to make a thorough search you may see who has cited secondary NLP authors such as Byron Lewis, R. Frank Pucelik, J. Richardson, etc..

I think it is useful to have a central person keeping track of NLP research who can act as a resource for other modelers, researchers and writers. So if you discover a book, article, a study or book review that is not included in this list (and I am sure there are a great deal I have missed), please send me a copy of it or a complete reference so that I can help others. I would also appreciate a note about work in progress you are conducting or know of.

A warning about research on NLP. There are a couple of mistakes that often show up in NLP research.

1. Many researchers don't test NLP models. Because of their unfamiliarity with the NLP models, they wind up testing something that resembles NLP but is not quite on the mark. For example, some researchers had subjects observe a therapist who matches predicates with a client and a therapist who mismatches predicates. Although NLP models would predict that the client would perceive the matching therapist as having established better rapport, I can find nothing in the literature that says that someone observing this would necessarily rate the matching therapist as better.

2. Many researchers test ancient concepts that are of little relevance to NLP practitioners. NLP technology evolves at a mind bogglingly rapid rate and some of what was written in the 70's is obsolete. It serves little purpose to spend many hours testing models that practitioners no longer use.

The best way to avoid these two mistakes is by talking about your research design with someone who is up on current NLP technology (preferably a trainer) and also is familiar with research design. Connierae Andreas [(303) 442-1102] would be an excellent choice. She has graciously offered to make herself available to talk with researchers about design. If you wish to talk with me about your work, I would also enjoy talking with you.

I should also mention that I would appreciate it a great deal if you cited my article in your publications.

NLP is damn hard to research well, but don't give up. Good luck, and keep "in touch".

Warmly,

Don McCormick
Don McCormick Ph.D.